

Message Text

UNCLASSIFIED

PAGE 01 DHAHRA 00136 01 OF 02 010835Z

11

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 W
----- 001080

R 010700Z FEB 76
FM AMCONSUL DHAHRAN
TO SECSTATE WASHDC 4593
INFO AMEMBASSY CAIRO
AMEMBASSY DAMASCUS
AMEMBASSY JIDDA
AMEMBASSY TEHRAN

UNCLAS SECTION 1 OF 2 DHAHRAN 0136

E.O. 11652: N/A
TAGS: BEXP, SA
SUBJECT: PROGRAM OF INDIANA IOGA TRADE MISSION -- DHAHRAN

REF: STATE 011814, DHAHRAN 0029

1. APPRECIATE CONTENTS OF DEPTTEL. ON BALANCE, AS POST SUGGESTED
IN ITS REFTTEL, INDIANA TRADE MISSION (ITM-(- SHOULD HAVE USEFUL
VISIT IN DHAHRAN AREA.

2. WE RAISE CERTAIN QUESTIONS BELOW WHICH WE HOPE CAN BE
ANSWERED SOONEST:

(A) LITERATURE. (I) POST PLANS TO MAKE MAILING EXPLAINING COM-
POSITION OF ITM TO DRAW ATTENTION TO ITS VISIT. HOPEFULLY INDIANA
PREPARING MATERIAL IN ARABIC AND ENGLISH WHICH POST CAN USE FOR
THIS PURPOSE. WE WOULD LIKE TO HAVE 400 PIECES OF
INFORMATION AT OUR DISPOSAL TO DISTRIBUTE DIRECTLY AND THROUGH
LOCAL CHAMBER OF COMMERCE. PLEASE ARRANGE TO HAVE MATERIAL DELIVERED
TO CONGEN NO LATER THAN MARCH 2.

(II) HOPE INDIVIDUAL COMPANY LITERATURE IS ON IOSIWAY TO
OST. IF NOT, PLEASE EXPEDITE SHIPMENT.

(III) PLAN TO HAVE TWO BULLETIN BOARDS ANNOUNCING ITM VISIT
IN CHAMER OF COMMERCE BUILDING AND AT ENTRANCE TO CONGEN. HELP-
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 DHAHRA 00136 01 OF 02 010835Z

FUL IF ADVANCE PARTY FOR ITEM COULD BRING MATERIAL WHICH WE COULD

USE FOR THAT PURPOSE.

(B) RECEPTION. DOES ITM WISH RECEPTION ARRANGED BY CONGEN IN ITS HONOR?

(C) SCHEDULE. WE NOTE THAT MISSION WILL ARRIVE DHAHRAN ON THURSDAY -- FIRST DAY OF SAUDI WEEKEND. THIS WILL MEAN THAT FIRST TWO DAYS OF VISIT WILL BE LIMITED TO IN-HOUSE BRIEFINGS, PERHAPS A FEW MEETINGS ON THURSDAY MORNING, AND, IF IT IS WISHED, AN ORIENTATION TOUR OF AREA. POST NOTES, HOWEVER, THAT DHAHRAN IS LAST STOP ON FOUR-COUNTRY TOUR AND IT WILL MAKE EVERY EFFORT TO KEEP WEEKEND PROGRAM AS THIN AS POSSIBLE IN ORDER TO GIVE ITM CHANCE TO RELAX. IF RECEPTION IS TO BE SCHEDULED, RECOMMEND THAT TRAVEL PLANS BE ALTERED TO ARRIVE DHAHRAN LATE AFTERNOON MARCH 17 WITH 7:30 PM RECEPTION TO FOLLOW. ALTHOUGH NO DETAILED DEPARTURE SCHEDULE HAS YET BEEN PROVIDED, POST STRONGLY URGES THAT ITM NOT LEAVE BEFORE EVENING OF MARCH 21 OR MORNING MARCH 22, IN ORDER TO HAVE TOW FULL WORKING DAYS HERE.

(D) PROTOCOL.

(I) CHAMBER OF COMMERCE OF EASTERN PROVINCE WILL PLAY ACTIVE ROLE TO MAKE TRADE MISSION VISIT A SUCCESS. BELIEVE IT APPROPRIATE FOR LEADER OF ITM BRING MOMENTO WHICH COULD BE PRESENTED TO CHAMBER AT CONCLUSION OF VISIT. MOMENTO NEED NOT BE EXPENSIVE, BUT ONE WHICH CHAMBER COULD DISPLAY IN ITS BUILDING TO COMMEMORATE VISIT WOULD BE GREATLY APPRECIATED.

(II) LEADER OF ITEM SHOULD MAKE CALL WITH CONSUL GENERAL ON GOVERNOR (AMIR) OF EASTERN PROVINCE. RECOMMEND THAT LEADER CARRY LETTER FROM GOVERNOR OF INDIANA FOR PRESENTATION TO THE GOVERNOR AMIR ABD AL-MUHSIN IBN JILAWI, A GESTURE AMIR WILL APPRECIATE.

(E) WITH FEW EXCEPTIONS, CONGEN DOES NOT FORESEE THAT ARAMCO (ARABIAN AMERICAN OIL COMPANY) WILL FIGURE LARGE IN PROGRAM OF TRADE MISSION. IF MEMBERS OF ITM WISH TO TARGET ON ARAMCO, WOULD APPRECIATE RECEIVING THEIR THOUGHTS (TOGETHER WITH PRODUCTS WHICH MEMBERS WILL WISH TO DISCUSS WITH ARAMCO) ASAP SO THAT POST CAN ADVISE APPROPRIATE PRELIMINARY CONSULTATIONS, PERHAPS BY TELEPHONE, WITH ARAMCO PURCHASING OFFICE IN HOUSTON.

UNCLASSIFIED

UNCLASSIFIED

PAGE 03 DHAHRA 00136 01 OF 02 010835Z

(F) SECRETARIAL SERVICE: POST HAS AVAILABLE TO TRADE MISSIONS HIGHLY QUALIFIED SECRETARY WHO IS BI-LINGUAL IN ENGLISH AND ARABIC. SHE HAS PROVED TO BE OF TREMENDOUS VALUE IN ARRANGING APPOINTMENTS IN ADVANCE OF MISSION ARRIVAL AND MONITORING APPOINTMENT SCHEDULES OF INDIVIDUAL MEMBERS AFTER THEY ARRIVE. HOWEVER, ITM BUDGET SHOULD INCLUDE ITEM OF APPROXIMATELY \$160 FOR HER SERVICES IN DHAHRAN AS SHE IS NOT EMPLOYEE OF CONGEN.

3. WE HAVE CAREFULLY REVIEWED REFTEL AND WISH TO RAISE QUESTION AND MAKE COMMENTS AS FOLLOWS RE INDIVIDUAL MEMBER COMPANIES PARTICIPATING IN ITM:

(A) T.R. ARNOLD AND ASSOCIATES: BELIEVE "MODULAR AND SECTION-ALIZED HOUSING" PRODUCTS HAVE GOOD SALES POTENTIAL HERE PROVIDED THEY RELATE TO CONCRETE STRUCTURES. COMPANY SHOULD NOTE THAT MARKET FOR WOODEN PREFAB HOMES NOT AS INTERESTING AS FOR CEMENT MODULARS. PLEASE ADVISE AS TO WHAT "PANEL BED" AND "KZL TYPES" ARE.

(B) INDIANA NATIONAL BANK AND BELL BROTHERS: POST ASSUMES THAT THESE MEMBERS WILL VIEW DHAHRAN STOP AS USEFUL FOR ORIENTATION PURPOSES ONLY. BANKER SHOULD NOTE THAT NO BANKS OPERATING HERE HAVE HEADQUARTERS OFFICE IN EASTERN PROVINCE OF SAUDI ARABIA. HOWEVER, CONGEN IS AWARE OF ONE SAUDI FAMILY WHICH WOULD LIKE TO ESTABLISH A BANK AND HAVE US MANAGEMENT PARTICIPATION. WILL TRY TO ARRANGE APPOINTMENT WITH THAT FAMILY ALTHOUGH WE UNDERSTAND THAT IT IS PREDISPOSED TO ASSOCIATION WITH CHICAGO BANK. ADVISE BANK'S INTEREST IN SUCH AN APPOINTMENT.

(C) SUPERIOR DISTRIBUTING: APPRECIATE FULL DESCRIPTION OF TYPES OF BUILDING HARDWARE AND HOME ACCESSORIES SUPERIOR DISTRIBUTING OFFERS. COMPANY SHOULD NOTE THAT THEIR REPRESENTATIVE WILL BE CALLING ON VARIETY OF SHOPKEEPERS AT SCATTERED LOCATIONS. WHILE RETAIL OUTLETS UNIMPRESSIVE, OWNERS CAN AND DO PLACE LARGE ORDERS FOR PRODUCTS USED IN BUILDING TRADE.

(D) ARCHONICS CORP.: GENERALLY SPEAKING GOVERNMENT MINISTRIES IN RIYADH OFFER BEST PROSPECTS IN SAUDI ARABIA FOR AGE COMPANY WITH EXPERIENCE OF ARCHONICS. HOWEVER, APPOINTMENTS CAN BE ARRANGED FOR COMPANY RE TO DISCUSS JOINT-VENTURE POSSIBILITIES WITH MEDIUM TO SMALL LOCAL AGE FIRMS RESIDENT HERE.

UNCLASSIFIED

UNCLASSIFIED

PAGE 04 DHAHRA 00136 01 OF 02 010835Z

UNCLASSIFIED

NNN

UNCLASSIFIED

PAGE 01 DHAHRA 00136 02 OF 02 010838Z

11

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 W
----- 001101

R 010700Z FEB 76
FM AMCONSUL DHAHRAN
TO SECSTATE WASHDC 4594
INFO AMEMBASSY CAIRO
AMEMBASSY DAMASCUS
AMEMBASSY JIDDA
AMEMBASSY TEHRAN

UNCLAS SECTION 2 OF 2 DHAHRAN 0136

(E) BALL CORPORATION: LAME COMMENTS APPLICABLE FOR T.R. ARNOLD AND ASSOCIATES APPLY TO HOUSING SYSTEMS MANUFACTURED BY BALL CORP. BALL SHOULD NOTE THERE IS LIMITED MARKET FOR IRRIGATION SYSTEMS ON EASTERN SIDE OF SAUDI ARABIA ALTHOUGH THE DESIRE IS THERE. ANY NUTRITIONAL CENTER CONTRACTS WOULD NORMALLY BE GARNERED IN GOVERNMENT MINISTERIES IN RIYADH.

(F) MID STATES ENGINEERING: IN ADDITION TO COMMENTS MADE IN REGARD TO ARCHONICS CORP., POST CAN IDENTIFY VALUABLE MARKET FOR COMAPNY HERE IF MID-STATES WISHES TO GO INTO JOINT VENTURE WITH SMALL-TO-MEDUM-SIZE LOCAL CONSTRUCTION COMAPNY. UNLESS POST HEARS OTHERWISE, IT WILL PLAN APPOINTMENTS OF MID-WEST REP IN THAT DIRECTION.

(G) KANE INTERNATIONAL: BELIEVE GENERAL MARKET FOR PLUMBING FIXTURES HERE IS GOOD, BUT WOULD LIKE MORE DETAILS AS TO SPECIFIC PRODUCTS AND IF EXPORT MANAGEMENT COMAPNY HAS OTHER PRODUCTS IN THE BUILDING PRODUCTS LINE WHICH POST COULD CAL TO THE ATTENTION OF LOCAL MARKET.

(H) BALL STATE: ONLY GOVERNMENT AGENCIES HERE THAT COULD COMMIT THEMSELVES TO BALL STATE OFFERINGS ARE LOCAL TECHNICAL UNIVERSITY, WHICH ALREADY HAS GOOD TIES WITH AMERICAN EDUCATIONAL INSTITUTIONS, AND INDUSTRY. APPRECIATE FULL EXPLANATION OF KINDS OF VOCATIONAL EDUCATION SERVICES BALL STATE IS PREPARED TO OFFER IN COUNTRY WHERE BULK OF LABOR IS SEMILITERATE AND HAS HAD LITTLE FORMAL
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 DHAHRA 00136 02 OF 02 010838Z

EDUCATION. EDUCATIONAL SERVICE FOR THAT KIND OF MARKET JUDGED TO BE BRTH INVESTIGATING.

(I) DIETCH ENTERPRISES: BELIEVE WE CAN MAKE USEFULL APPOINTMENTS FOR COMAPNY BUT HOME FURNISHINGS SHOULD BE OF KNOQUK-DOWN VARIETY AND HOUSING COMPONENTS MUST BE OF TYPE ADAPTABLE FOR CONCRETE CONSTRUCTION. PROVIDE MORE DETAILS REGARDING THIS COMPANY'S PRODUCT LINE.

4. IN EARLIER SCHANGE OF MESSAGES WITH DEPT, POST WAS ASKED TO MAKE HOTEL RESERVATIONS AND WE REPLIED STATING WE HAD MADE TENTATIVE ARRANGEMENTS BUT REQUIRED MORE INFORMATION URGENTLY. WE NEVER RECEIVED REPLY (EVEN AFTER SECOND REMINDER). ONLY BY ACCIDENT DID WE LEARRSTHAT HOTEL RESERVATIONS FOR ITEM MADE INDEPENDENTLY BY INDIANA. HOPE THIS ISOLATED INCIDENT AND OTHER ARRANGEMENTS REGARDING VISIT WILL NOT BE MADE WITHOUT OUR BEING INFORMED. BYI: WE NOTE THAT ITEM HAS ORDERED TWO-ROOM SUITE FOR MISSION DIRECTOR. ROOMS AT HOTEL COST APPROXIMATELY \$60 NIGHT AND SAMLL SITTING ROOM WILL COST ROUGHLY \$90 OR MORE IN ADDITION.

5. MEMBERS ITM ADVANCE PARTY SHOULD NOTE THAT CONGENOFFS WILL MEET WITH THEM BRIEFLY WHEN THEY TRANSIT DHAHRAN LATE AFTERNOON OF FEBRUARY 13.
BUSHNELL

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 01 FEB 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976DHAHRA00136
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760038-0421
From: DHAHRAN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760293/aaaadend.tel
Line Count: 239
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 5
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 76 STATE 11814, 76 DHAHRAN 29
Review Action: RELEASED, APPROVED
Review Authority: MartinML
Review Comment: n/a
Review Content Flags:
Review Date: 16 NOV 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <20 MAY 2004 by BrownAM>; RELEASED <16 NOV 2004 by blochd0>; APPROVED <17 NOV 2004 by MartinML>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PROGRAM OF INDIANA IOGA TRADE MISSION -- DHAHRAN
TAGS: BEXP, SA
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006